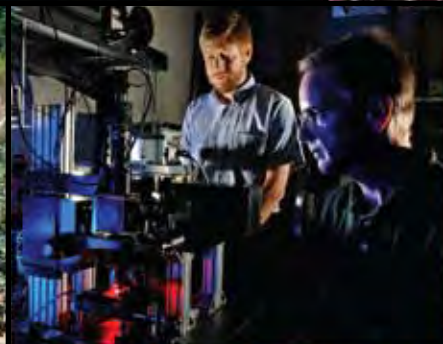
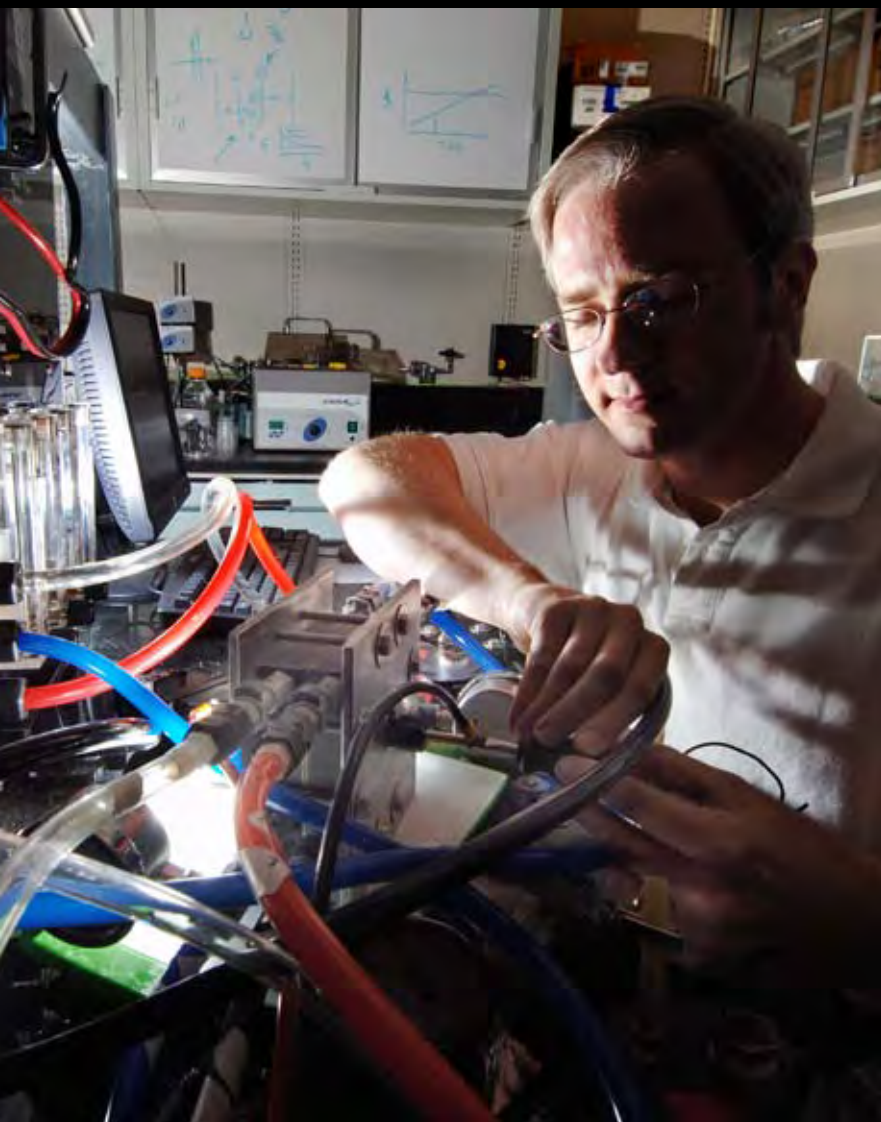


New Mexico Small Business Assistance Initiative

P E R S P E C T I V E S





*“With the Assistance
of the NMSBA Fabtec
Solutions was able to reduce
development time and perform
testing previously only done
in the field.”*

Paul Jacobson
Fabtec Solution, LLC, Farmington, NM

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January 1, 2007

Dear Governor Richardson,

Please accept our annual report for the 2006 New Mexico Small Business Assistance initiative. As you know, this program is a successful public private partnership that leverages the experience and expertise at Sandia National Laboratories and applies it to practical technical needs of New Mexico small businesses. This report presents some of the challenges that business participants have worked with Sandia National Laboratories to resolve and also describes beneficial economic impacts that the program has enabled for small businesses and the communities they serve in New Mexico.

The program continues to expand throughout New Mexico and greatly extends the technical reach of Sandia to many, many firms that reap the benefits of Sandia's broad technical base. As a consequence of their work with Sandia researchers, participating firms are reporting reduced developmental costs, increased payrolls and reduced risk as they reach into new technical markets.

As we approach the end of the 2006 program year and the 2007 legislative session, we are excited about the prospects of new program enhancements that we hope to add to the program. We will work with legislators to assess the feasibility of adding the expertise housed at Los Alamos National Laboratory to the assistance provided by the program. We will also seek to increase the financial value of the assistance provided by the program to participating businesses

On behalf of the New Mexico Small Business Assistance Program Advisory Council, we thank you, the NM legislature, and all policymakers in New Mexico state government, who have embraced this program for the benefit of New Mexico small businesses.

We look forward to working with you, your staff, and the legislature in 2007 as we continue to improve the program and support small businesses throughout New Mexico.

Sincerely,

Victor Chavez

Mariann Johnston

NMSBA Advisory Council



1. Meeting the Small Business Assistance Challenge

The Laboratory Partnership with Small Business Tax Credit [7-9E-9NMSA 1978] brings technology and expertise from the national laboratories to small businesses in New Mexico to promote economic development, with an emphasis on rural areas [Ref. 1]. The New Mexico Small Business Assistance (NMSBA) initiative provides a means for state economic development through New Mexico's small businesses while resolving participating businesses specific technical and/or business issues. Established in July of 2000 by the New Mexico Legislature, NMSBA projects impact the New Mexico economy through business creation, sustainability, expansion, and workforce development.

The mission of NMSBA is to have a statewide impact on small business critical challenges through customizing and leveraging national laboratory technical expertise and resources:

- To enable New Mexico small business to access cutting edge technology
- To increase New Mexico small businesses' technical sophistication and capabilities
- To share knowledge and resources between laboratory personnel and small businesses to address issues and develop real-world applications.

The purpose of the NMSBA initiative is to enable New Mexico small businesses to access Sandia National Laboratories (SNL) expertise in meeting critical technical and business challenges. Rural New Mexico small businesses (Small Business Administration definition) can utilize up to \$10,000 of assistance, and urban small businesses (Bernalillo County) can use up to \$5,000 with a cap of \$1.8 million annually. Scientists and engineers assist small businesses in many areas, including manufacturing, agriculture, oil and gas, mining,

Figure 1. 2006 Projects by Technical Areas

Ref. 1. Article 9E: Laboratory Partnership with Small Business Tax Credit

P-E-R-S-P-E-C-T-I-V-E-S

information technology, energy, and infrastructure (Figure 1). SNL offers the assistance through technical consultation, training, testing, and access to specialized equipment and facilities.

Two restrictions of the initiative are as follows:

1. The assistance cannot be available in the private sector at a reasonable cost.
2. No equipment or cash can be given to a company.

Strategic Objectives:

1. Solve small business critical challenges with national laboratory expertise and resources.
2. Influence New Mexico business development by building capacity, capabilities, and competencies.
3. Act as an advocate for small businesses through an entrepreneurial culture.

As New Mexico's population continues to increase, so does its economic prosperity and all that comes with that growth. Through hard work by advocates of business in New Mexico, the state is enjoying better incentives for economic development and a better tax structure to attract more businesses and help sustain those businesses already thriving. The New Mexico Small Business Assistance program has contributed a healthier economy through the assistance it gives to small businesses statewide.

Since 2000, NMSBA has assisted more than 1100 different small businesses with more than 1800 projects. In the 2006 NMSBA program

year there were 293 projects infusing small businesses with nearly 1.8 million dollars in technology transfer. Those New Mexico businesses used this assistance to create 114 jobs across the state. Small businesses also utilized the assistance to decrease their operating costs by over \$3.5 million dollars and increase their revenue by more than \$1.6 million dollars.

Additionally, nearly one million dollars (\$1,000,000) was invested in expansion efforts and purchases of local goods and services. The NMSBA program has had a measurable state-wide impact spanning all areas of New Mexico. Both rural and urban businesses benefited from the program, with rural businesses (those outside Bernalillo County) accounting for 62% of the assistance provided. Of the assistance programs for this year, the breakdown of technical areas varies, with impact percentages spread throughout New Mexico's business sectors [Fig. 1].

Table 1. NMSBA Benefits by Year

	2006
Jobs Created/Retained	114/13
Mean Salary (\$)	20,599
Increase in Revenue (\$)	1,653,000
Decrease in Operating Costs (\$)	3,536,000
Investment in NM Goods / Services (\$)	995,300

Table 2. 2006 Project Credit

CY06	Rural	Urban	Total
# of assistance	183	110	293
\$ amt of Assistances	1,434,855	365,062	1,799,917

Ref. 2. XXXXXXXXXXXXXXXXX

Ref. 3. XXXXXXXXXXXXXXXXX



2. Involving the Small Business and Technical Communities

The new 2006-2007 NMSBA Advisory Council provides strategic guidance for the initiative. Advisory council members provide the industry network and technical expertise to enhance initiative's ability to match market-driven needs with technology advancements. The council promotes technology commercialization and application through the exchange of expertise among business participants, Sandia National Laboratories, and Los Alamos National Laboratory. In its work, the council makes a substantial effort to increase the impact small businesses have on New Mexico's economy.

The NMSBA Advisory Council follows the NMSBA mission to have a statewide impact on small business critical challenges. All the council members bring their own expertise and resources to enable New Mexico small businesses to access cutting edge technology, to increase technical sophistication and capabilities, and to share knowledge and

resources to address issues and develop real-world applications. The council provides growth and expansion strategies for the initiative as work continues to integrate Los Alamos National Laboratory as an additional resource. The council acts as an external and internal stakeholder in the industrial and technical segments of manufacturing, water, supplier development, and emerging technologies.

Lead Advisory Council

Leonard (Lenny) Martinez, Vice President of Enterprise Transformation at Sandia National Laboratories

Mr. Martinez was hired as Director of Production integration, a Center created to integrate the Lab culture, manufacturing culture, and some private sector initiatives in support of the manufacturing operation to produce neutron generators. As the division progressed towards production, he assumed responsibility as Director of Production Operations. He was named Deputy Vice President, and in 1998, he became Vice President of the Manufacturing Systems, Science & Technology Division.

Lillian Montoya Rael, Director, Community Programs Office at Los Alamos National Laboratory

Ms. Montoya Rael oversees the activities of the Community Programs Office. This office is responsible for managing, on behalf of the Laboratory, the internal integration and the external execution of the LANS Community Commitment Plan. Specific impact areas are education, economic development, and community giving. She joined the laboratory after nearly four years as the Executive Director of the Regional Development Corporation, an economic development corporation. This is Lillian's last year as a NMSBA advisory council member. She was a founding member of the NMSBA Advisory Council and has provided invaluable guidance to the program. Lillian has been instrumental in expanding the NMSBA program to Los Alamos National Laboratory.

Co-Chairs

Victor Chavez, Manager of Small Business Development Department at Sandia National Laboratories

Mr. Chavez is currently the manager of the Supply Chain Resource & Development Department, which includes Small Business Development and Training, Small Business Assistance, Regional Economic Development, Small Business Advocacy and Outreach, Supplier Relations, and Supply Chain Development Programs for Sandia

**Figure 2.
2005 Projects by
Strategic Area**

Figure 2 shows the number of projects conducted in strategic areas represented on the NMSBA Advisory Council.

P-E-R-S-P-E-C-T-I-V-E-S

National Laboratories. Mr. Chavez is responsible for the development and implementation of a training program for aspiring entrepreneurs. He is involved in numerous economic development organizations and actively participated in the development of the New Mexico economic strategy.

Mariann Johnston, Manager of Economic Development Programs at Los Alamos National Laboratory

Ms. Johnston is currently the manager of Economic Development Programs, within the Community Programs Office, which includes community Partnerships, Community Development, LANS Community Commitment Plan for Economic Development.

Ex-Officio Members

Daniel Sanchez, National Nuclear Security Agency, Sandia Site Office

Mr. Sanchez is the Senior Program Manager for Science and Technology Programs at the Department of Energy's NNSA Sandia Site Office (SSO). Mr. Sanchez performs field level program management of both DOE (non-NNSA), and DHS sponsored science and technology programs, coupled with operational oversight responsibility of assigned non-weapon science and technology development work performed by Sandia National Laboratories. He is also responsible for Congressional, Government, and Tribal Relations for SSO, including select congressional earmarked projects.

Manufacturing – Design to Performance

Carol Sanchez, New Mexico Manufacturing Extension Partnership

Ms. Sanchez is the director of New Mexico Manufacturing Extension Partnership (MEP), an economic development organization that promotes the understanding and adoption of world-class manufacturing techniques and technologies by New Mexico's small manufacturers. As part of a national program, NM MEP is a primary service provider to the state's small manufacturers in the areas of ISO 9000 training, quality management, and lean manufacturing training and practices.

Bob Sachs, TEAM Technologies, Inc.

Mr. Sachs is co-owner and Chairman / CEO of TEAM Technologies Inc (TEAM). TEAM is a high tech engineering and manufacturing company located in the Sandia Science and Technology Park. TEAM has earned a spot on the Flying Forty list for the past seven years, is a "Strategic Supplier" to Sandia National Laboratories, and is registered to ISO 9001-2000. Mr. Sachs has been successful in continuing to grow a profitable company and to provide 65 high paying jobs in New Mexico. Mr. Sachs spent the majority of his engineering career developing tactical missiles at Hughes Aircraft Company and has brought much of this experience to TEAM. He holds Bachelor of Science degrees from New Mexico State University in Applied Mechanical Engineering and Business Management and graduated

from the Executive MBA program from the UNM Anderson School of Management. Mr. Sachs is a friend of the community by providing the means for his company to support the United Way, Special Olympics, Accion New Mexico, The Albuquerque Hispano Chamber of Commerce, Sandia Science & Technology Park Advisory Council, Sandia Mentor Protégé Program, Sandia Small Business Program, the University of New Mexico Anderson Foundation, Carrie Tingley Children's Hospital, New Mexico State University School of Engineering Curriculum Steering Committee.

Terrance Kamm, Kamm and McConnell

Mr. Kamm is a member in the law firm of Kamm & McConnell, LLC located in Raton, New Mexico. His firm is a general civil practice with an emphasis in business and estate planning, banking, real property, water law, and litigation. The firm assists businesses in retail, manufacturing, and service and agriculture in both the developmental stage and in on-going operations. The firm supports economic, education, professional, and cultural development in rural Northern New Mexico.

Water – Modeling and Management

Tom Davis, Carlsbad Irrigation District

Mr. Davis manages the Carlsbad Irrigation District. Prior to this, he had extensive experience in managing natural resources in Texas, Idaho, Arizona, and New Mexico. He is active in the National Water Resource Association, the Family Farm Alliance, and the Western States Water Council, and he is a member of the New Mexico Water Trust Board.

Jim Brockmann, Stein and Brockmann, P.A.

Mr. Brockmann is a shareholder in the law firm of Stein & Brockmann, P.A. He is a New Mexico State Bar Board Certified

Specialist in Water Law. His firm specializes in water law across the Western United States and internationally. New Mexico clients include Albuquerque, Las Cruces, Gallup, Alamogordo, Espanola, El Prado Water and Sanitation District, the New Mexico Attorney General Office, the New Mexico Interstate Stream Commission, British Petroleum, Union Pacific Railroad, HRI, and many corporate clients, business owners, developers, farmers, and ranchers. Areas of expertise range across a wide spectrum including water rights, water planning, Endangered Species Act, Safe Drinking Water Act, State Engineer administrative proceedings, water legislation, litigation, and mediation.

Peter Davies, Geoscience and Environment Center at Sandia National Laboratories

Mr. Davies is the Director of the Geoscience and Environment Center, with responsibility for Sandia National Laboratories geoscience capabilities work, U.S. Strategic Petroleum Reserve, fossil energy exploration / production, environmental restoration, and fundamental geoscience research. He manages a cross-laboratory program focused on water safety, security, and sustainability. Current projects in this initiative include research, development, and technical collaborations in water infrastructure security, real-time water monitoring, water treatment and desalination technology, and cooperative decision modeling.

Ray Finley, Geohydrology Department at Sandia National Laboratories

Mr. Finley manages the Geohydrology Department at Sandia National Laboratories. This includes large groups of diverse technical professionals in water resource management, water security, nuclear waste management, and underground storage of oil and natural gas. His technical planning career has included planning, conducting, and

reporting large in situ experiments to better understand the thermal-mechanical-hydrological behavior of geologic materials, development of technologies to seal boreholes and underground openings, landfill capping technologies, and vulnerability assessments for dams and water systems. He is the program manager for several phases of the Sandia Water Initiative, including modeling / management, water security and International Water Projects.

Lisa Henne, Water Resource Outreach and Technical Assistance at Los Alamos National Laboratory

Ms. Henne has worked at Los Alamos National Laboratory (LANL) since 2002. She has a multidisciplinary background in aquatic ecology and watershed planning, including expertise in hydrology and assessment of human impacts on surface water, environmental policy analysis, sociopolitical dimensions of water resource planning, and citizen participation in environmental decision-making. She is secretary of both the Governor's Blue Ribbon Water Task Force and the Jemez y Sangre Regional Water Planning Council, and provides technical support to the intergovernmental Espanola Basin Regional issues forum and other entities in the Espanola Basin.

Supply Chain Development – Quality and Capability

Vince Murphy, Strategic and Learning Services, Inc.

Mr. Murphy is Chairman and Chief Executive Officer of Strategic & Learning Services, Inc. (SLS). SLS is a world class organization focused on learning and organizational strategies in public and private organizations. The methodologies applied by SLS are derived from practical experience in all aspects of organizational development, adult learning, and the public policy process. Mr. Murphy assists education, state-level policy agencies, and private sector corporations in the development of strategic approaches and provides strategic implementation services to government and commercial clients. He is involved with issues related to Native American communities, technology commercialization, workforce training, and supplier development.

Gary King

Mr. King is the Attorney General elect of the State of New Mexico. He has experience as a businessman, scientist, and legislator. He served as the Policy Advisor to Assistant Secretary for Environmental Management at the US Department of Energy in Washington DC. As director of the Office of Worker and Community Transition, he developed and implemented a program for cooperation with state, local, and Native American governments. Mr. King has been practicing law in New Mexico since 2001, specializing in the cleanup of nuclear and hazardous waste. He is also associated with Law and Resource Planning Associates, a well known water and land use planning firm. He serves as the chairman of the New Mexico Mining Commission and is a member of the Energy and Environment Advisory Subcommittee for the Federal Aviation Administration.

P-E-R-S-P-E-C-T-I-V-E-S

Hugo Hinojosa, Regional Development Corporation

Mr. Hinojosa is currently the Executive Director of the Regional Development Corporation (RDC) an economic development corporation that manages the Space Alliance Technology Outreach Program (SATOP). This program matches small business needs with technical expertise from NASA contractors. His professional career has focused on working in business development from lending to being the Area Manager and then State Director for the New Mexico Manufacturing Extension Partnership.

Jackie Kerby Moore, Sandia Science and Technology Park

Ms. Moore is the Executive Director for the Sandia Science & Technology. This 200+ acre technology community is located adjacent to Sandia National Laboratories in Albuquerque, New Mexico. In her role as Executive Director, she is responsible for all aspects of the Park – including managing the Park, marketing, recruiting tenant companies, and securing funding for infrastructure improvements. The park houses twenty-one companies employing one thousand two hundred and forty two people. The total investment in the Park exceeds \$180 million.

Jasper Welch, Enterprise Center – San Juan College

Mr. Welch serves as the Director of the Enterprise Center (business incubator), located in the Quality Center for Business on the campus of San Juan College in Farmington, New Mexico. Jasper has been self employed since 1983, with consulting and management expertise in a number of businesses such as printing, office products, advertising, marketing, training, and public information programs. As a certified trainer and facilitator, Jasper has delivered training programs in leadership, business management, communications, marketing, Board of Director development, quality management, and strategic planning. He serves as an outside director on the Stoneage Tools, Office Outpost / Petersons, and Fast Track Communications corporate Boards.

Emerging Technologies – Creative Economy

James Manatt, Providence Technologies, Inc.

Mr. Manatt is founder, Chairman and CEO of Providence Technologies, Inc., and Focus Energy Corporation, Roswell, New Mexico. Providence is New Mexico's only oil and gas seismic service company. Focus Energy is a new venture engaged in advanced exploration for strategic bypassed volumes of oil and gas in producing fields. Current projects include energy exploration in the Republic of India, Texas, and New Mexico. Mr. Manatt is also a member of the New Mexico Spaceport Authority.

Mike Skaggs, NEXT Generation Economy

Mr. Skaggs has been CEO for NextGen since 2000 when Albuquerque

conducted its first Strategic Plan for Economic Development resulting in the use of economic clusters to better leverage our economic advantages. The organization has since adopted specific goals to help launch and sustain more entrepreneurs after the effects of globalization were felt across the United States.

Kevin McMahon, Radiological Consequence Management & Response Technologies at Sandia National Laboratories

In January of 2006, Kevin assumed management of Sandia's Radiological Consequence Management & Response Technologies Department. Kevin's previous experience was with the Licensing and Intellectual Property Management Department. He started as a Licensing Executive in 1997 and managed the department starting in 2001. He has been at Sandia National Laboratories since 1989, starting as a Systems Analyst Programmer. In addition, Kevin developed Sandia's radioactive waste certification program.

Duncan McBranch, Division Leader – Technology Transfer Division at Los Alamos National Laboratory

As Division Leader for Technology Transfer at Los Alamos National Laboratory (LANL) (since June 2005) Mr. McBranch is responsible for the interface to industry, for the commercialization of inventions, and for the spin-out of regional technology businesses from LANL. In 1999 Mr. McBranch founded a small technology company, QTL Biosystems. He served as President and COO, and Chairman, leading the company through the start-up phase, into production on its first products, and expansion of its product lines. He currently serves on the Boards of the New Mexico Biotechnology and Biomedical Association and the New Mexico technology Research Collaborative.





3. Building New Mexico's Economy

The program's overall goal is to help New Mexico businesses thrive and to assist in all types of technology expansion. When New Mexico small businesses succeed, the state sees an increase in payrolls, taxes, job creation, and an investment in New Mexico goods and services. NMSBA has outlined three different types of business assistance projects that have been effective across New Mexico in 2006 (Table 3):

- Individual Projects
- Contract Service Projects
- Leveraged Projects

Table 3. 2005 NMSBA Projects by County

County	#
Bernalillo	126
Catron	2
Chaves	18
Colfax	4
Curry	2
Doña Ana	23
Eddy	32
Grant	1
Lea	3
Lincoln	9
Los Alamos	2
Luna	5
Otera	8
Rio Arriba	4
San Juan	13
San Miguel	6
Sandoval	17
Santa Fe	29
Socorro	1
Taos	3
Torrance	2
Valencia	6

The Laboratory Partnership with Small Business Tax Credit Act defines small business assistance as assistance rendered by a national laboratory related to the transfer of technology, including software, manufacturing, mining, oil and gas, environmental, agricultural, information technology, and solar as well as other alternative energy source technologies. "Small business assistance" may include non-technical assistance related to expanding the New Mexico base of suppliers, business assistance in developing business systems to meet audit, reporting and quality assistance requirements, and other supplier development initiatives for individual small businesses.

Individual Projects:

Minimum Requirements

- Certify that the business is a New Mexico for profit small business
- Small business is defined by the Small Business Administration as fewer than 500 employees
- Small business must provide a New Mexico Tax Identification number

Funding

- Assistance is rendered at no cost to the small business
- For qualified businesses in Bernalillo County, assistance is provided in amounts up to \$5,000
- For qualified businesses outside Bernalillo County, assistance is provided in amounts up to \$10,000 (to enhance rural economic development)

Effective July 1, 2007: Eligibility doubled

- For qualified businesses in Bernalillo County, assistance is provided in amounts up to \$10,000
- For qualified businesses outside Bernalillo County, assistance is provided in amounts up to \$20,000 (to enhance rural economic development)

Restrictions

- Unable to provide services available in the private sector at a reasonable cost
- No cash or equipment is given to the company

The following paperwork is required for an individual business requesting assistance

- Application forms with Statement of Work
- Signed Terms of Assistance
- New Mexico Tax ID number
- Signed certificate of services rendered

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- Input on customer satisfaction surveys and economic impact surveys

Project Selection Criteria

- Potential impact / effect on small business
- Time sensitivity to the small business operations
- Availability of technical resources and expertise to start the assistance
- Relevance to NMSBA strategic initiatives or mission
- Potential economic, environmental, and technology impacts
- Potential for assistance to enhance capabilities

Contract Projects:

NMSBA initiative may enter into a contract with entities that have the capability to provide small business assistance services; the services cannot be available in the private sector at a reasonable cost. The NMSBA initiative contracts with the New Mexico Manufacturing Extension Partnership (New Mexico MEP) to provide training and assistance in the areas of quality and lean manufacturing principles, University of New Mexico, Anderson Schools of Management, and Management of Technologies Program to provide technology road mapping and assessments.

Leverage Projects:

These projects involve a group of five or more (limited to twenty-five companies) small businesses working with Sandia National Laboratories to investigate a single issue relating to all the small businesses involved. The anticipated length of a leverage project is three years or less to determine a solution for the industry issue involved. Proposals are submitted once a year from interested project points of contact.

Proposal Criteria – Outline the Project

- Technical description of the project (Statement of Work)
- Workload of the entire project
- Projected end result of the project

Participants

- Identify the industry group the assistance will help
- Identify the issue or problem that will be solved
- Relationship among SNL, Point of Contact, and the small businesses
- List of small businesses interested in participating in the project

Impacts of Project

- Anticipated economic impact to the industry or business cluster
- Benefit to the small businesses involved
- Impact on NMSBA strategic mission

- Technological impact or staff skill development

Project Requirements

- Submit one Statement of Work for the entire project.
- The amount of funds allocated to a project relate directly to the number of small businesses that apply for the NMSBA project.
- Each small business is treated as an individual project.

The following paperwork is required for each individual business (same qualifications, funding, and restrictions apply as for an individual project):

- Application form with Statement of Work
- Signed Terms of Assistance
- New Mexico Tax ID number
- Signed certificate of services rendered
- Input on customer satisfaction surveys and economic impact surveys

The NMSBA Advisory Council uses the following criteria to review proposals

- Project impact for participating small businesses
- Economic, environmental, or technological impacts on the defined industry
- Potential technology advancements of NMSBA principal investigator
- Relevance to NMSBA strategic initiatives or mission
- Relationship among NMSBA office, point of contact, principal investigator, and small businesses
- Geographic disbursement of the participating companies

“NMSBA program is an invaluable resource to any small business. The amount of diversity and help available is immense.”

Michael Frasier, Force 4 Enterprises- Albuquerque, NM



4. Realizing the Impact of the Program

The New Mexico Small Business Assistance Initiative has enabled small businesses in New Mexico to acquire essential knowledge and seize opportunity to flourish. Sandia National Laboratories has provided access to cutting edge technology and the ability to offer technical assistance and resources that can be applied for the future of our state. Each small business uses the NMSBA assistance in different ways, but they all use it as a means to grow their businesses.

Several program participants exemplify the various ways that the program has been beneficial to the nearly 300 businesses in the 2006 NMSBA program. Success stories from projects around the state have proven this program to be beneficial and critical for the success of the small business community.

All the participants have a goal in mind and use the resources of Sandia Laboratories and the NMSBA program as a means to achieve those goals. Although the needs and goals are

varied, there are some that exemplify how the NMSBA program can be used to cut costs, increase profit margins, and add to the number of jobs available. For example, some businesses have needed assistance in prototype creation. The NMSBA program has assisted in reducing development time to avoid redundant capital expenditures and to improve the reliability of their products.

Others have joined the program for the reason of reaching development goals. Small businesses receive guidance and consulting in all business areas and are given suggestions on business alternatives taken from Sandia's technical base. Alternatively, some businesses are looking for performance and design optimization. The NMSBA program has assisted companies in making products ready for commercial use, reaching development goals and improving the small business' profitability

The Small Business Impact

Altela, Inc. – Albuquerque, NM

Introduction

Altela, Inc. provides products and services to customers in need of creating pure water from highly salinated and contaminated water sources. Through the use of its proprietary, patented AltelaRain™ technology, Altela desalinates and decontaminates highly challenged water sources without the energy intensive equipment, high temperatures, or high pressures employed by other water desalination technologies.

Technical Assistance

Sandia's work with Altela specifically involved developing a

P-E-R-S-P-E-C-T-I-V-E-S

numerical simulation tool that could model complicated gas and liquid flow streams and the mass and energy exchanges between those streams. The project included the development of a mathematical model for the relevant physical processes, adding those equations into a computer program, performing parametric analyses, and comparing the digital model to the experimental results.

Economic Impact

Finding an optimum design— in a brand new technology that can help meet some of the world's growing water problems — is a complicated undertaking. Optimizing the product was a crucial step toward completion for Altela. The AltelaRainSM technology represents a very significant new way to make clean water from waste water, and to desalinate brackish water too salty for treatment by other existing technologies. It reuses the heat of thermal distillation many times over in a process that reduces the energy required by 400%. One of Altela's three prototypes in the field is located in Farmington. This technology can produce 4,500 gallons of clean water a day, creating a new water supply for New Mexico communities.

Over the past year, Altela has seen an increase from 6 employees to 26 and an increase in manufacturing space due to new market needs. With the prospect of further increasing their manufacturing space in the coming months, they intend to hire additional employees. Altela expects a continuous increase in revenue as they expand their manufacturing capabilities to support increase demand and market penetration of the AltelaRainSM Systems. All of this benefits New Mexico's economy by increasing jobs, tax receipts and revenues from small business.

The NMSBA is a resource to improve product quality, decrease costs, and increase revenue for small businesses with the goal of a positive economic impact for the state. The program's impact has been realized in its partnership with Altela, where the use of Sandia National Laboratory's technology greatly improved the understanding of multivariates affecting their technology.

Baby Azul – Santa Fe, NM

Introduction

Baby Azul's Kid's Console is the only car organizer that is reachable and usable by children strapped in child safety seats. It can be placed on a bench seat or between bucket seats and allows children access to their cups, books, toys, etc. It also has an extra storage compartment for items that parents want to keep out of reach of their children. Most importantly, it is held securely in place with the seat belt on a bench seat and with a

strap system when placed between bucket seats.

Technical Assistance

Sandia was able to assist Baby Azul by creating their first prototype utilizing Sandia's rapid prototyping technology. This model has been shown at trade shows and other events to generate interest. New Mexico MEP was able to utilize their manufacturing expertise to assist Baby Azul in several ways. Once the first prototype was created New Mexico MEP went to work developing a manufacturing feasibility study. This enabled the business owner to make critical business decisions regarding the manufacturing of her product including material selection and associated costs. New Mexico MEP also provided Baby Azul with a consultant to create a business plan outlining niche opportunities, marketing tactics and corporate structure.

Economic Impact

Sandia National Labs was an essential part of the development of Baby Azul's Kids Console product. The rapid development saved the firm money and enabled Baby Azul to present their product at trade shows. When the company attended their first trade show, they received positive feedback that encouraged them to press forward and have the Kids Console product manufactured. When manufacturing begins, there will be an increase tax receipts to the state, as well as the creation of jobs for New Mexico. Without the prototype, they would have not gone to the trade show and not pursued the idea any further. Dawn Winters-Rizika states, "I cannot fully express the importance and impact of Sandia's assistance. I am incredibly grateful."





Fabtec Solutions, LLC – Farmington, NM

Introduction

Fabtec Solutions, LLC was formed in 2004 out of a merger with the owner's prior company Filter Service Corporation. Fabtec Solutions is currently one of the leading oil, gas, and mining equipment developers/fabricators in the four corners area. Previous projects developed and fabricated by Fabtec include: air handling systems for locomotives as well as mining excavation, air filter cleaning/recycling equipment, oil tank refurbishing, and oil pipeline radiography robotics.

Technical Assistance

Sandia's Diagnostic Applications group performed multiple shock tests at the Mechanical Shock Test Facility at Sandia National Laboratories. The tests were designed to evaluate the response and reliability of Fabtec's Electronic Image Producer Device housed in a 12-inch wide by 12-inch long by 4-inch deep aluminum housing. The work consisted of designing and fabricating test fixtures, performing test setups, conducting tests, and recording the test data. The electronics performed well during the test phase, providing crucial

information to Fabtec that they could not have gathered without Sandia's assistance.

Economic Impact

Fabtec is still in the development stages of its technology, but development time was drastically reduced by Sandia's Assistance, accelerating their development timeline by 6 months or more. Fabtec's development costs also decreased by at least \$25,000. The decrease in development costs will translate into an increase in profits and revenue for the business, and increased tax revenues for New Mexico.

The NMSBA program allowed Fabtec to simultaneously develop multiple project components without large time breaks. One of those projects is usually associated with a year long period of field testing, but with the help of Sandia, that testing was done in a lab setting. Fabtec gained more than just time from the NMSBA program, it also made new contacts for possible local buyers which will translate into more business for the state.

Force 4 Enterprises – Albuquerque, NM

Introduction

Force 4 Enterprises is a New Mexico based company that is developing a new and innovative way for police departments, fire fighters and ambulance companies (known as First Responders) to alert the motoring public of their approach when navigating through traffic to their destination. Automobile accidents are the number one greatest hazard facing First Responders. They have been the leading cause of police officer deaths for the last eight years (1998-2005).

Force 4 Enterprises has invented a new device, the "Eagle 1000" RF Siren, which will alert 85-90 percent of the motoring public to the approach of a First Responder far before the conventional

P-E-R-S-P-E-C-T-I-V-E-S

audio siren can be heard. Force 4 Enterprises' mission is to improve the safety of the general public and First Responders when and where they interact. Force 4 Enterprises is dedicated to developing high quality products and being a leader in the research, development, production, and marketing of safety products for First Responders. The company is owned by

Technical Assistance

NMSBA and Sandia staff were able to provide Force 4 Enterprises with a wealth of very useful contacts, from The Center for Commercialization and Entrepreneurial Training to The National Institute of Justice. Richard has helped by providing engineering and research guidance towards the enhancement and development of the Force 4 product.

Economic Impact

Since working with NMSBA, Force 4 Enterprises has been able to reach their developmental goals at a much quicker rate than would have been possible on their own. A substantial amount of capital was freed up due to the use of Sandia test equipment. Force 4 also used the assistance from the NMSBA program to venture into new markets and increase the number of potential clients. They have been able meet with several high ranking city and federal contacts because of their relationship with Sandia.

Force 4's credibility in the market place has been greatly enhanced and has resulted in tremendous growth in business leads. Force 4 recognizes that they still have major hurdles to overcome, but the support from the NMSBA program dramatically increased the chances of work with other government agencies. The relationship that Force 4 built with Sandia increased their credibility in the marketplace and they are seeing tremendous growth in business leads.

LaLuz Technologies, Inc. – Albuquerque, NM **Introduction**

Entereza began operations in July 2001 as a professional services organization focused on the testing and evaluation of government systems, as well as various type of training efforts. In January of 2006, they were introduced to a new technology, in the form of a laser wind velocimeter that has the capability to look at and define clear air turbulence. This is an important technology that will be used to measure events such as clear air turbulence, microbursts, wake vortexes, and wind shear at airports and heliports. As they investigated other potential applications for the technology, such as chem-bio detection, forest fire safety, dust storms on highways, etc, they concluded that the product would be a valuable tool for our state and country. These investigations led to the formation of LaLuz

Technologies, Inc., which is dedicated to pursuing funding for the production and marketing of this laser-based technology.

Technical Assistance

SNL Special Radars and Communication Systems group provided engineering support to evaluate and optimize Entereza's self referencing laser Doppler system, Rfaser, since renamed WindKing 2000. Frequency spectrum analysis was performed on several points in the laser wind velocimeter transmitter and receiving systems.

Economic Impact

La Luz is a small business that truly has the interests of New Mexico's economy at the core of its program. Currently, their product is at the prototype stage and the company plans to start manufacturing a finished product by April of 2008. Even though manufacturing will be outsourced to another business, La Luz and its CEO Virginia Buckmelter are seeking a New Mexico business to manufacture the product. This will increase employment for the state, and build on New Mexico's economy.

The NMSBA program provided La Luz with the expertise to optimize

“Sandia's breath enabled us to improve and solidify our process design through demonstrated thermally driven Bratons and through improved mirror making methods.”

Reed Jensen
LARE – Pojoaque, NM



product efficiency and effectiveness. The partnership allowed for hardware testing. Test results have enabled streamlined research and development for the product. The NMSBA program also led to new relationships between La Luz, Sandia, and other businesses. Leveraging their relationships, La Luz obtained joint funding from Sandia and the Technology Venture Corporation (TVC) for \$50,000, and reoriented their business model to continue development of their ground-breaking technology. Furthermore, La Luz was selected for the TVC's Equity Capital Symposium.

LARE – Pojoaque, NM

Introduction

Los Alamos Renewable Energy, LLC (LARE) was established in 2004 by Reed Jensen, Ph.D. and David Jones. The firm immediately acquired majority ownership of Renewable Energy Corporation (RECO), which was established in 1998 by Dr. Jensen. LARE is a pioneer in the solar production of fuels through high temperature dissociation (CO₂ splitting), an alternative source of electricity production. They have been refining their process called SOLAREC (SOLAr REDuction of Carbon) at their development site in Pojoaque NM. LARE's prototype has proven successful at splitting CO₂ at

a commercially viable level. The company has two key patents covering the SOLAREC process and its specialized equipment.

Technical Assistance

The project with LARE involved assistance with technical plans to develop a solar powered Capstone 30 kW Brayton cycle engine. The SNL team was able to suggest integration alternatives, as well provide historical knowledge. Another SNL group has already integrated a Capstone engine with an external heat source for studies related to nuclear powered Brayton cycles. Lessons learned related to the physical integration with an external heat source and system control proved to be invaluable. The LARE project team has also demonstrated mirror manufacturing techniques patented by Sandia that could vastly simplify LARE's approach and produce more durable mirrors.

Economic Impact

LARE's participation in the NMSBA program has led to more credibility and a decrease in development costs. Thanks to Sandia's assistance, LARE was able to refine manufacturing processes with computer calculations that helped improve both the design and production methodology for the mirror segment manufacture. LARE also made and reinforced invaluable industrial contacts putting LARE on the map as a reliable source of energy and solar production.

Consultations with the Sandia team allowed LARE to forego costly engineering of their sophisticated Brayton engine, saving the company both time and development resources. This technology, which is manufactured and operates in entirely green processes, may pave the way for an entirely different kind of solar thermal electricity generation. The NMSBA program's assistance helped reduce development risk and made critical project goals more achievable. This program moved LARE several steps closer to commercialization of their solar technology as well as development of other products that rely similar manufacturing processes.

P-E-R-S-P-E-C-T-I-V-E-S

Satyrne Biotechnologies – Albuquerque, NM

Introduction

Satyrne Biotechnologies is a newly formed company that develops highly differentiated implants and surgical guidance software for traumatic skull fractures. Satyrne's Value-add products drastically reduce surgery time and patient complications, saving U.S. hospitals, insurance companies, and patients millions of dollars. More specifically Satyrne offers two products.

Satyrne designs implants for jaw, face and skull fractures that are superior in functioning and allow for minimal surgical intrusion. Satyrne also provides surgeons with a software program that eliminates the guess work of choosing implants for each patient by taking patient specific variables and selecting the smallest surgical plate to ensure a safe healing environment for every fracture.

Technical Assistance

Utilizing NMSBA resources, Satyrne was able to receive guidance and consulting relating to technological commercialization, forecasting and unique technology for road mapping. Satyrne was then able to incorporate this information into its business plan and provide deliverables to its investors. The refining process of those components of Satyrne's business plan was extremely helpful and provided great insight to Ryan and all of the stakeholders of Satyrne.

Economic Impact

As a direct result of the NMSBA Program's assistance through the Anderson Schools of Management in Albuquerque, Satyrne was awarded the \$25,000 first prize in the University of New Mexico Business Plan Competition in 2006 and has been accepted to three more worldwide business plan competitions in 2007 to compete for more than \$400,000 in prizes. Satyrne has also been accepted to present at the 2007 Technology Venture Corporation's Equity Symposium. In addition to these honors, Satyrne was prominently featured in the February 26th 2007 edition of the Albuquerque Journal's Business Outlook.

Visualization Sandbox Project – Albuquerque/ Santa Fe, NM

Introduction

The Visualization Sandbox group combines multiple domains of subject matter expertise ranging from simulation, visualization and modeling to applied complexity, business management and new product development. The project's goal is to develop tools and capabilities that will enable decision makers to reduce risk and increase time to market for highly complex business and environmental situations.

“NMSBA provided us the expertise we needed to improve our processes and help identify product effectiveness and efficiency.”

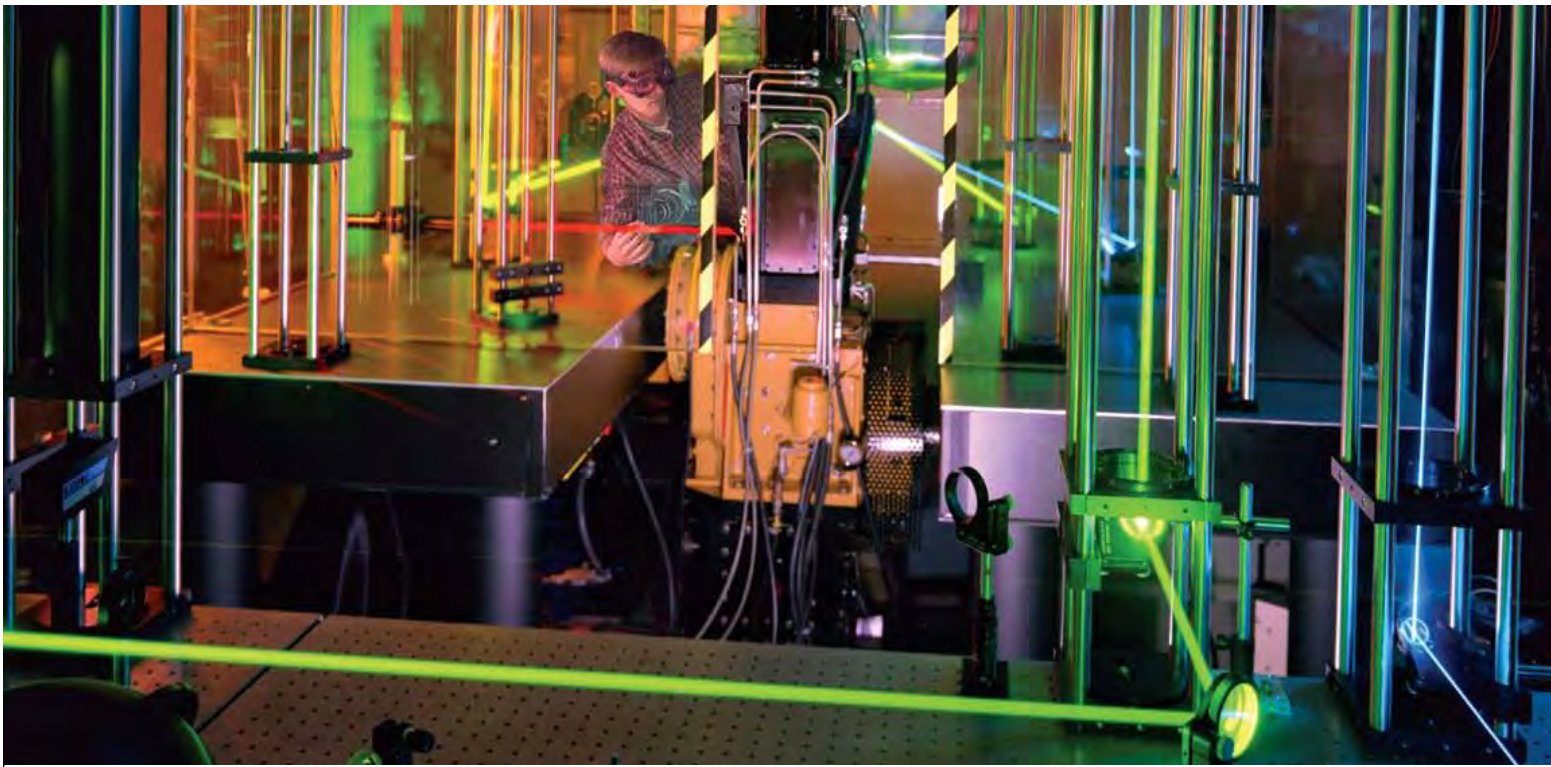
Virginia Buckmelter
LaLuz Technologies, Inc. – Albuquerque, NM

Technical Assistance

Sandia provided extremely valuable assistance in many tangible and intangible ways to the Visualization Sandbox group. For example, on the tangible side, the Visualization Sandbox has been able to gain access to tools that have been instrumental toward achieving their product development stages and gates. On the intangible side, they have been able to tap into a complex problem solving capability in both the software and hardware domains.

Economic Impact

Since the beginning of this partnership/assistance, there has been an exceptionally positive impact to members of the group. Program Assistance has improved the outlook for increased revenues as effective marketing has become feasible to potential customers. Participation in the program has led to greater visibility for the project and product development plans have been validated. Significantly, the maturation of business plans has been accelerated, guiding the group as they continue to attain their goals.



5. Conclusions and Future Direction

In 2000, the New Mexico State Legislature foresight created an economic development tool that focused on the backbone of the New Mexico economy, small business growth and wealth creation.

This incredible partnership among the small business community, the State of New Mexico and Sandia National Laboratories has resulted in quality business development, creation of high wage jobs, an increase in tax revenues and industrial development. 2007 brings even greater opportunity with a new legislative initiative, a tool for enhanced New Mexico economic development. The new initiative will create a wider breadth and depth of expertise and resources to assist the New Mexico small business community.

For the coming legislative session in 2007, the NMSBA Program is assembling its legislative agenda to request several changes including increasing the amount of assistance available to New Mexico businesses from \$1.8 million dollars to 2.4 million dollars. It also

will propose an increase in the amount each individual business can receive from \$5,000 to \$10,000 for urban businesses and \$10,000 to \$20,000 for rural small businesses. The enacting of this bill would also incorporate Los Alamos National Laboratory into the NMSBA program to access a wider range of cutting edge technology, gain greater technical capabilities and share knowledge and resources between the labs. Through this program, this laboratory partnership will be applied to real-world applications. This endeavor will require support from the State of New Mexico, the New Mexico small business community, Los Alamos National Laboratory and Sandia National Laboratories. It is an exciting time for technology driven economic development throughout the State of New Mexico.

APPENDIX 1. Project Lists

2006 Leverage Projects

Carlsbad Irrigation District - Salt Cedar Eradication

Strategic Initiative - Water

Technical Area - Water

Funding - \$120,000

Description: This project will predict the effects of stream bank stability associated with the control of salt cedar along the banks of the Pecos River and its effects on sediment deposition in Brantley Reservoir.

Counties: Eddy, Dona Ana

Business Participants:

Bar W Farms

Chester Walker Farm & Trucking

P E R S P E C T I V E S

Craft Farms
Curtis Skeen Farms
Dane Williams
Davis Farms
Dick Forrest Farms
Julios Welding
Jurva Farms
Max Vasquez Farms
MJW Farms Inc.
Pardue Limited Co.

Chile Task Force - Destemming Project

Strategic Initiative - Emerging Technologies

Technical Area - Agriculture

Funding - \$100,000

Description: Sandia will have primary responsibility for the development of sensing technology to locate the stem and/or stem-to-chile junction to allow mechanical removal. Focus on three milestones 1) analysis of destemming system performance for Phase 1; 2) determine required modifications to Phase 1 system; and 3) complete sensor system design and integration plan.

Counties: Dona Ana, Chaves, Luna

Business Participants:

Agricultural Fabrication and Services Co. Inc.
Cervantes Enterprises
Clary AG Service
Diaz Farms
Eaton Design & Mfg, Inc.
Hobson Farms
New Mexico Chile Products
Rancho La Frontera
T&S Growers
W.R. Johnson & Son

Otis Water Project

Strategic Initiative - Water

Technical Area - Water

Funding - \$50,000

Description: Characterization of new well and testing ground water, including pumping capacity, water quality, effects on existing well, and identifying information from rainfall as an indicator for water levels.

Counties: Eddy

Business Participants:

Apache Canyon Trading Post
Dannys Automotive and Sales
M&M Excavating, Inc.
Moffatts Truck & Trailer Repair LLC
Otis Water Users Co-op

Controlled Agriculture Environment

Strategic Initiative - Water

Technical Area - Agriculture

Funding - \$90,000

Description: Conduct operational, forage quality, economic, and decision-support tradeoff assessments of the production of livestock forage using controlled environment agriculture. Assist the New Mexico Agri-Business sector in exploring and developing water-saving alternative practices to traditional water-intensive open-field forage production.

Counties: Santa Fe, Bernalillo, Valencia, Dona Ana, Torrance

Business Participants:

Agricultural Innovations, Inc.
Cox General Repair and Supply
Gonzalez Dairy, Inc.
Gramley Research, LLC
Indio Hispano Academy of Agricultural Arts & Science
Kyzer, Inc
Los Poblanos Organics, LLC
Pocagua Consulting
Ross Garden
Soilutions Inc.
Southwest BioEnergy, LLC
Verity Innovative Concepts
Wilderness Flowers

Geophysical Assessment -

Estancia Basin

Strategic Initiative - Emerging Technologies

Technical Area - Water

Funding - \$25,000

Description: PI will finalize logistic issues for geophysical data collection, including resolving land access restrictions due to ongoing agricultural activities in the area. PI and student (TBD) will collect time-domain electromagnetic data at selected sites distributed over the study area. Quality control assessment of data will be ongoing during the collection process. Limited data analysis will be conducted, commensurate with present



budget allocation, with the intention that this activity will occur in CY06 or sooner if the additional funding becomes available. Regular meetings with the PI, POC and partners are expected to continue as a vehicle for communicating progress and needs.

Counties: Bernalillo, Santa Fe

Business Participants:

Hawley Geomatters
Moonbeam Ranch

Rio Nambe and Nambe Reservoir

Strategic Initiative - Water

Technical Area - Water

Funding - \$50,000

Description: Assess water quality in the upper Rio Nambe, including the Nambe Reservoir, using the SNL-EFDC model as well as to assess water budget of the Rio Nambe complex within the Pueblo of Nambe boundaries using dynamic simulation modeling.

Counties: Santa Fe

Business Participants:

Mirabal Farm
Nambe Bison Farm
Pueblo of Nambe
Yates Farm
Victor Perez

Four Corners - Desalinating Produced Water

Strategic Initiative - Emerging Technologies

Technical Area - Water

Funding - \$60,000

Description: Assist in the development of a mechanical prefilter system include recording, monitoring and power mechanisms to be located behind the coal bed methane produced water "knockout" tank and the Capacitive Deionization

desalination unit. Provide instruction in operating the Capacitive Deionization Unit and support the field testing of the unit.

Counties: Sandoval, San Juan

Business Participants:

B.E.S.T
DB Tech
Diamond Design Group, Inc
McDonald Enterprises
MJM Jewelers
Synergy Operating, LLC

Providence Technologies - Interpretation of Seismic Reflection Data

Strategic Initiative - Emerging Technologies

Technical Area - Oil & Gas

Funding - \$100,000

Description: 1) Obtain field-recorded seismic reflection data from one of the two sites of interest from Providence Technologies / Focus Energy, and load these data onto computational workstations at SNL. 2) Construct realistic 3D numerical models of the geological and geophysical properties at the chosen site, suitable for subsequent calculation of synthetic seismic data. 3) Calculate synthetic seismic datasets, replicating the source-receiver recording geometry and frequency bandwidth utilized during previous field data acquisition.

Counties: Chaves, Bernalillo

Business Participants:

CH4NET.com
Focus Energy Corporation
HEYCO
McMinn Oil & Gas
Providence Technologies Inc
Richard G. Martin
Rio Magdalena Investment Corp.
Sierra Oil & Gas, Inc.
Summa Securities Investment Corporation
Sun Valley Energy Corporation

HydroGel Efficacy and Applications Project

Strategic Initiative - Emerging Technologies

Technical Area - Agriculture

Funding - \$55,000

Description: Providing assistance to irrigators in southeastern New Mexico (primarily in Eddy and Chaves counties) by synthesizing and

P-E-R-S-P-E-C-T-I-V-E-S

then accurately measuring and correlating the evolution and efficacy of hydrogel applications with: 1) hydrodynamic field properties, 2) vadose and root zone water quality and availability, 3) meteorological conditions and processes, 4) different crop physiologies and 5) crop growth rates and net yield potential.

Counties: Eddy, Chaves

Business Participants:

Farmers Daughters, LLC

Fred M. Nelson Farms

Johnny Reid Farms

JSJ Farms

L.R. Hinojos

Terri Farm

CuerVex

Strategic Initiative - Emerging Technologies

Technical Area - Energy

Funding - \$25,000

Description: SNL will provide engineering expertise and design consultation for two main tasks: 1. Creation of a solar power interface and 2. Computational Fluid Dynamics (CFD) analysis and flow calculations. Performance of the tasks will take place over the 2006 calendar year with the possibility of an extension in 2007, if needed, to perform follow-up research and development.

Counties: Bernalillo

Business Participants:

Adams & James Consulting

CuerVex

Djindeco Consulting

Performance Imports

SynDynics, LLC

TerrAvinga Technology Transfer

Strategic Initiative - Emerging Technologies

Technical Area - Water

Funding - \$70,000

Description: SNL will provide methodology development and on-site training with respect to hydraulic testing and analysis for a variety of complex hydrogeologic systems through the exposure to SNL developed technologies including nSIGHTS (n-dimensional Statistical Inverse Graphical Hydraulic Test Simulator) and the MIATA (Mobile integrated Aquifer Testing and Analysis) laboratory while conducting hydraulic tests in actual wells.

Counties: Eddy, Otero, Lincoln

Business Participants:

Avon

Carriaga Machine

Eagle Creek Drilling

JRS Partnership

Snack Shack

TerrAvinga

Y Bar Ranch, LLC

Spatial Distribution

Strategic Initiative - Water

Technical Area - Water

Funding - \$60,000

Description: SNL utilizing the MIATA laboratory will conduct hydraulic testing activities within the Salt Basin in southern Otero County, New Mexico. This will ensure data of the highest quality are generated for the analysis process. As the tests are completed aquifer hydraulic parameter estimates will be generated through the application of nSIGHTS. The testing information will add to the body of knowledge with respect to the spatial distribution of hydraulic properties (how groundwater flows) of the Salt Basin. This information will form the foundation for assessing impacts of groundwater withdrawals from the groundwater systems of the Salt Basin. Through this hydraulic characterization process the flow groundwater and transport of potential contaminants can be modeled with the intent of providing maximum information and reducing uncertainty associated with the hydraulic properties of the Salt Basin groundwater systems. Testing activities will begin with Well No. 13 on the Duggar Ranch.

Counties: Eddy, Otero

Business Participants:

Crow Flat Choppers

George Raunch Ranch

Jones Ranch

Rauch Welding & Pump Supply

S/4 Ranch

Slash Triangle Ranch

2005 Special Project (collaborative projects of \$20,000-30,000 worth of assistance)

Project	Companies, County	Description
Last Chance Water	Last Chance Water Company, Lincoln; Greg Duggar Ranch, Lincoln; Waverly Duggar Ranch, Otero	Provide technical assistance with respect to the characterization of the water resources and associated groundwater systems of the Salt Basin in southern Otero County.
RediRipe	Corrales Comment, Sandoval; RediRipe LLC, Bernalillo	Sandia will assist in determining the elements involved in unplanned sensor changes that occur without ethylene, specifically what molybdenum species are present after the reaction and whether these are different when the conversion is due to ethylene or sunlight.
Altela	Altela Inc, Bernalillo; Sandia Capital Partners, LLC; Integrated Home Systems, Santa Fe; Sharbro, Eddy; MYCO Industries, Eddy	Provide an analytical model of Altela's design so they can easily and rapidly determine the effects of design changes leading to an optimization and successful commercialization of their system.
Chama	CAI, Inc, Santa Fe; The Hotel and Shop, Rio Arriba	Assist to outline the steps from creating content to getting it available to customers with acceptable performance parameters. Perform testing using The Hotel and Shops. Sandia will work with Ravin and provide educational services to have the new functionality be available to more Chama Valley Chamber of Commerce customers in the future. Sandia personnel will outline the audio and video streaming efforts and work through a complete process using data specifically requested by The Hotel and Shops.
Methane Detection	International Metrics, San Juan; International Metrics Consulting, San Juan	As funding allows: design and development of micro-controller based instrument for detection of methane. The instrument will provide signal conditioning for the methane sensor head with visual and audio indications of methane levels detected. When interfaced to a portable computer, and GPS receiver, it completes a system for data logging methane levels and associated GPS data.
Nogal	Church Mountain Ranch, Lincoln; Good Sawyer Development, Lincoln; Cordella Lewis Trust, Otero; Thomas Jefferson Good, III, Lincoln	Evaluate MIATA and nSIGHTs hydraulic test and analysis results that will provide hydraulic parameters estimates associated with the Nogal underground water systems. Provide a written report of findings to associated entities.
Bonnie's Box	Bonnie, Ltd., Bernalillo; SSS Construction, Inc., Sandoval; Payne Consulting Services, Valencia	As time and funding allows: Sandia will model drawings, provide feasibility of moving parts, provide recommendations for optimization of design and materials and finally provide analysis of durability and constraints for Bonnie's product.
Rio Grande River	J.R. Farming, Valencia; Padilla Farms, Valencia; Michiel Heynekamp, Socorro	Provide data and model results about available Silvery Minnow habitat as a function of river discharge for the Rio Grande at several cross-sections between Cochiti Dam and the head waters of Elephant Butte Reservoir.
Wildfire	Arthur Insurance, Colfax; Prudential Angel Fire Real Estate, Colfax; Four Seasons Property Management, Colfax; Thompson Holdings, LLC, Santa Fe	Conduct a study on wildfire potential in the Angel Fire community related to forest fuel density, moisture content and weather factors. This will determine high hazard areas and the effects of tree thinning to reduce fire potential. The results of this study will aid the resort and local businesses regarding development and real estate concerns.
Upper Hondo	Equibest Equestrian Center, Lincoln; Thundering Paws Pet Resort, Lincoln; Alto Weed Control	Sandia National Laboratories (SNL) will assist the Upper Hondo Basin groundwater users in addressing issues related to the quality, quantity, and vulnerability of their groundwater supplies.
Jal Groundwater Resources Characterization	Fulfer Oil and Cattle Company, Lea; Merryman Construction Company, Lea	Begin the hydraulic characterization of the groundwater system in the Jal underground water systems. Application of MIATA and nSIGHTs tools to perform hydraulic test and analysis that will provide hydraulic parameters estimates associated with the Jal underground water systems. Coordination of test results and analysis for information exchange with other entities associated with the forty year water plan.

P E R S P E C T I V E S

Project	Companies, County	Description
Visualization	Global Haptics, Inc, Bernalillo; ParaDigmension, Santa Fe; Innov8 LLC, Santa Fe; Redfish Group, Santa Fe; Marla K CPA, Santa Fe	Create an experimental Augmented Reality Table (ART) platform to facilitate experiments by BVC members. BVC members will exploit the platform to experiment with how groups of humans can gain insight and otherwise benefit from interaction with computer-generated imaging presented on the table surface.
GD & T Course	Alameda Tool Engineering Corp (altec), Bernalillo; Bogue Machine Co. , Bernalillo; CVI Laser Corporation, Bernalillo; Excel Manufacturing, Bernalillo; Integrated Machining Co. , Bernalillo; Kendal Precision Machining, Bernalillo; Manufacturing Technologies, Inc. , Bernalillo; O-P Silver, Inc. , Bernalillo; Standard Machine Co. , Bernalillo; Sun Country Industries, Bernalillo;	Training in the geometric dimensioning and tolerancing language for the purpose of certification.



2006 Individual Projects - Rural

County	Company Name	Technical area
Catron	Arik Martin, DC New Paradigm	Manufacturing Manufacturing
Chaves	4D Fiberglass AAR Beyond Earth Creative Pultrusions, Inc Frontier Door Company	Manufacturing Manufacturing Manufacturing Manufacturing Manufacturing
Colfax	Stolar Research	Oil & Gas
Curry	Farmers Electric Cooperative, Inc. Petty and Associates	Manufacturing Microelectronics



	Dona Ana	Energy Farms Foamex Products, Inc. Horton Technical Associates Las Cruces Machine Multiplastics of New Mexico Ottensen Machine Company Rawson Samson Equipment, Inc. Southwest Santa Fe Furniture Sunland Nursery TMC Design Corporation VITA-CCN Witcher and Associates	Energy Manufacturing Manufacturing Manufacturing Manufacturing Manufacturing Manufacturing Business Systems Development Manufacturing Manufacturing Business Systems Development Energy
	Eddy	Calvani Farms Guadalupe Carrasco Select Milk Producers	Agriculture Agriculture Manufacturing
	Grant	Michael Metcalf Sculptor	Materials
	Lea	Watson Hopper	Manufacturing
	Los Alamos	Caldera Pharmaceutical JP Accelerator Works, Inc.	Materials Manufacturing
	Otero	The Arquin Corp	Materials
	Rio Arriba	Archeobotanical Services Sierra Taxidermy Sparks Industrial Services	Materials Manufacturing Manufacturing
	San Juan	Benchmark Equipment and Tanks, Inc. Bloomfield Machine & Welding C & J Equipment Manufacturing Fabtec Solutions, LLC Sandra Carson	Manufacturing Manufacturing Manufacturing Microelectronics Manufacturing
	San Miguel	Barela Timber Management Company Frutetto Di Modugno Land Logic Leah Klien Six Bar Eight Corp. Tapetes de Lana Weaving Center	Manufacturing Manufacturing Water Energy Water Manufacturing
	Sandoval	Aero Mechanical Industries, Inc Amazing Gates of America Dana Design Studio	Manufacturing Manufacturing Manufacturing

	Deluxe Engraving & Screen Print Service, Inc	Manufacturing
	IE Distributing	Manufacturing
	JSA Photonics	Energy
	Next Level	Manufacturing
	NMTL	Energy
	Palacio Carpet	Manufacturing
	Save Life Systems LLC	Business Systems Development
	Unique Pavement Solutions, Inc.	Business Systems Development
	Wall Scape Dimensions	Manufacturing
Santa Fe	Chui Chai	Manufacturing
	Gordon Construction	Manufacturing
	Healthy Buildings Wood Chip Block, LLC	Manufacturing
	Herbs Etc.	Manufacturing
	Kids Console	Manufacturing
	La Puerta Originals	Manufacturing
	Los Alamos Renewable Energy LLC	Energy
	MIS, Inc	Manufacturing
	New Mexico Community Capital	Manufacturing
	Old Wood	Manufacturing
	PureColor, Inc	Manufacturing
	RotorSpins LLC	Energy
	Southwest Archaeological Consultants	Materials
	Triton Technology Systems	Manufacturing
Taos	David B. Diccico, Architect	Manufacturing
	Global Fitness Network, LLC	Business Systems Development
	Global Health Telematics	Business Systems Development
Torrance	Nickel Brand Software	Business Systems Development
Valencia	Douglas Ahlgrim	Manufacturing
	El Salvador Fabrication and Design	Manufacturing

2006 Individual Projects - Rural

County	Company Name	Technical area
	21st Business Services, Inc.	Manufacturing
	A Brighter Image (Cedar Crest)	Manufacturing
	Absolute Sports	Other
	Acorn Realty	Manufacturing
	Action Security	Manufacturing
	Addictive Ink	Manufacturing
	Advanced Counter Tops	Manufacturing
	Advent Solar	Business Systems Development
	AJ Precision and Design	Materials
	Alameda Tool Engineering Corp (altec)	Manufacturing

Albuquerque Cabinets Institutional Equipment	Manufacturing
Albuquerque Printing	Manufacturing
Alexander Chiropractic	Manufacturing
Argyle Welding Supply	Manufacturing
Aromawerks	Manufacturing
Artes de Azatlan, Inc	Manufacturing
Artistic Tile & Granite, Inc	Manufacturing
Aspen Avionics	Manufacturing
Big J Enterprises	Manufacturing
Bio-tec Environmental	Materials
Body Bueno, Inc	Business Systems Development
Bogue Machine Co.	Manufacturing
Bullseye Machining	Manufacturing
Casework Technologies	Manufacturing
CIC Photonics Inc.	Materials
Covenant Classical School	Critical Infrastructure
Creel Properties	Manufacturing
CVI Laser Corporation	Manufacturing
D & D Specialties	Manufacturing
Deborah Salimi	Manufacturing
Decker Aerospace	Manufacturing
Defiant Technologies	Microelectronics
Desert Paper & Envelope	Manufacturing
DeVore Corporation of America	Manufacturing
Downtown Realty & Mortgage, LLC	Manufacturing
Enhancement Electronics, Inc.	Energy
Entereza Network Solutions, Inc.	Microelectronics
Epic Internationale Corporation	Manufacturing
Ernest Thompson	Manufacturing
Excel Manufacturing	Manufacturing
First Swing	Manufacturing
Force Four Enterprises	Critical Infrastructure
Golf USA - Albuquerque	Manufacturing
Heads Up Landscaping	Manufacturing
HT MicroAnalytical Inc.	Materials
Integrated Machining Co.	Manufacturing
Kaehr Corporation	Manufacturing
Kendal Precision Machining	Manufacturing
Leeper Construction	Manufacturing
Leo S Gomez Consulting	Materials
Lynx Equipment	Manufacturing
Manpower	Manufacturing
Mantiq	Business Systems Development
Manufacturing Technologies, Inc	Manufacturing
Matador Real Estate, LLC	Manufacturing
Miox, Inc.	Manufacturing
Nanopore, Inc.	Manufacturing

Catron

Price's Roswell Farm
Providence Technologies Inc
Radco
Richard G. Martin
Rio Magdalena Investment Corp.
Ritter & Company
Sierra Oil & Gas, Inc.
Six Mile Hill Petroleum
Sun Valley Energy Corporation
Terri Farm
The Machine Shop
The Triton Group
W-F Farms

Cibola

Custom Steele
Laguna Industries Inc



Colfax

Arthur Insurance
Aspen Gold Realty
Four Seasons Property Management
Kamm and McConnell
Kastler Law Offices
Northern New Mexico Gas Company
Prudential Angel Fire Real Estate
Stolar Inc
Stolar Research, Inc.
The First National Bank of New Mexico
Title Services, Inc.

Curry

Burns Research
Curtis and Curtis, Inc.
Eldorado Dairy
Enviro Compliance Services, Inc.
Farmers Electric Cooperative, Inc.
Harbinger Environmental
Jason Don Enterprises
My School Daycare
Petty and Associates
Petty Investments
Southwest Cheese

Dona Ana

ACM Southwest
ADC Broadband
Agricultural Fabrication and Services Co. Inc.
Alvarez Farms
American Eagle Brick Company
Arnold Brothers Farm
B. C. Ornamental
Bayjet
Biad Chili Ltd Co.
Border Foods Inc
Calculex, Inc.
Cervantes Enterprises
Clayshulte Brothers Farm
Conquest Machine
Conquest Machine & Engineering
Cooper Ranch
Cortez Gas
Creative Foods of The Southwest
Curtis Skeen Farms
Discovery Child Care Development Center
Eaton Design & Mfg, Inc.
Eden Valley Distributing
El Kabode Tile
EMI Technologies
Energy Farms
EPAC
Fletcher Farms
Foamex Products, Inc.
Frank Paul Salopek and Sons
Gonzalez Dairy Inc.
Hispanic Farmers & Ranchers of America

Holbrook and Pritchett Farms
Holguin Farms
Horton Technical Associates
Kit Pack
La Sen, Inc.
Las Cruces Foods, Inc.
Las Cruces Machine
LaSys, Inc.
MA & Sons
Mangas Creek Ranch
Mesilla Valley Feeds
MJ Celco
Mobile Technical Systems
Morfood Inc.
Mott Ranch
M-Tech
MultiPlastics of New Mexico
Nandez Foods
Ottensen Machine Company
Rawson
Ray Galloway
Rezolex Ltd. Co.
Roberts Red Angus
Rod Tharp
Rogers Foam
Salopek 6U Farms
Salopek Farms, LLC
Samson Equipment, Inc.
Santa Fe Mining
Santa Fe Thermal
Santa Teresa Real Estate Development Company
Sierra Vista Wholesale Growers
Sierra Irrigation
Skyline Engineering
Sloan & Sloan
Sol Aqua, Inc.
Solar Plus
Southwest BioEnergy, LLC
Southwest Resource Consultants
Southwest Santa Fe Furniture
Steve Isaacks
Stewart Ranches
Sun Valley Dairy
Sunland Nursery
T & S Growers
Taylor Metro Precision Products
The Truck Farm
TMC Design Corporation
Tuscarora Plastics
Union Ganadera Regional de Chihuahua
Vista Corrugated
VITA Communications, Inc
VITA IP, Inc.
VITA-CCN
White Sands Research and Developers LLC
Witcher and Associates
Diaz Farms

Eddy

2 Day Paint
Adobe Precision Gear
Alfalfa Dale Farms
Apache Canyon Trading Post
Avon
Bar W Commodities
Bar W Farms
Bindel farms
Calderon Farms
Calvani Farms
Carlsbad Video
Carriaga Machine
Cattle & Farming
Chase Farms
Chester Walker Farm & Trucking
Claudia Phillips Insurance
Constructors Inc.
Cottage Preschool
County Line Dairy
Craft Farms
Dane Williams
Danny Munoz Estate
Dannys Automotive and Sales
David McDonald Farm
Davis Farm
Dick Forrest Farms
E H Carrasco Farms
Eagle Creek Drilling
Edecon Farm
Entertainment Tonite
Eugene C. Walterscheid
Farmers Daughters, LLC
Faulk Farms
Forrest Farms
George Rauch Ranch
Gomez Farms
Guadalupe Carrasco
Henry & Kathy Castaneda
Hilltop Farms
Horner Farms
Houghton Farm
J & J Farm
J & M Enterprises
J. E. Buckner Farm
J. L. Laxson Farm
Jackie Joy Farm
Jake Hill Farm
Jenkins Furniture
Jesus N Carrasco Farms
Johnny Reid Farms
Johnson Farms
JRL Consulting
JSJ Farms
Julios Welding
Jurva Farms
Kristina's Custom Framing
L. R. Hinojos
Larry Coalson
Lex Klein Farm
Lino Rodriguez
Luna Services, LLC
Luther H. Green Farm

P E R S P E C T I V E S

Lyles Farms
M & M Excavating, Inc
Mack Energy Corp
Max Vasquez Farms
Mayberry Farms
Mike Carrasco Farms
Mike M Vasquez
MJW Farms Inc.
Moffatt's Truck & Trailer
MYCO Industries
New Mexico Hydraulics, Inc
Norcon Rail
Nymeyer Machine and Welding
Oral Nichols Farm
Otis Water Users Co-op
Palmino Refinishing
Pardue Limited Co
Pecos Valley Pump, Inc.
Pedro A Duarte
Process Management Control LLC
Pruett Farms
Randy Garrett
Rauch Ranch
Rauch Welding & Pump Supply
REID Farms
Robby Walterscheid
Robby Walterscheid Farms
Rodriguez Farmers
Seco Spice Ltd. Co.
Select Milk Producers
Sharbro
Snack Shack
Stanley Brewer Farm
Stoller Corporation
TerrAvenga
Torres Farm
Village Pet and Farm Supply
Walterscheid Heifers
Walterscheid Trucking and Farms Inc.
Western Environmental Management Group

Grant

Cooperative Ownership Development Corp
Duran-Hill, Inc
Gila Hot Springs Ranch
Michael Metcalf Sculptor
Mule Creek Adobe, Inc
Syzygy, Inc

Guadalupe

G & L Contract Management

Harding

BJs Country Store
Culbertson Ranch
Longhorn Trading

Hidalgo

Massey Enterprises

Richardson Enterprises

Lea

A & M Machine
Cactus Operating Co., LLC
Care-A-Van
Curtis Machine
Drennan Mechanical Services, LLC
Fulfer Electric LLC
Fulfer Oil and Cattle Company
Gary Schubert Farms
Gasco Manufacturing Corp.
Hobbs Rental Inc
Joe's Inspection Services
Leavell Insurance
Merryman Construction Co.
PEMCO
Raven Pump
RMS Foods
Smith Services
Sunbird
Tek-Ram Marketing,
Tracys Shell Service
Watson Hopper
Watson Truck and Supply
Weldon Lackey Farms

Lincoln

Alto Weed Control
Consophic R&D
Equibest Equestrian Center
Good Sawyer Development
Greg Duggar Ranch
Hall Enterprises
Ivos, Inc. dba Boss Reclamation
Lavalle Chiropractic
McGary Studios
Roy B. Thompson & Assoc.
Sierra Contracting, Inc.
Smart Z-Coil Footwear
The Wild Herb Market
Thomas Jefferson Good, III
Thundering Paws Pet Resort
Winners Edge Enterprises
Y Bar Ranch, LLC

Los Alamos

Balagna Winery
Caldera Pharmaceutical
CJ Enterprises Inc.
Deep Web
Frola LLC
Hytec
JP Accelerator Works, Inc.
Network Progress
Prism Corporation
Procast Stone
Technical Design Inc
TKFF

Luna

Amigos Mexican Food

Butter Field Dairy
Clary AG Service
Deming Electronics
Don Hartman Farms
D-Square
Josephs Lite Cookies
Koenig Farms
New Mexico Chile Products
Rancho La Frontera
TLC Farms
W. R. Johnson & Son
Waterloo Farms
Viramontes Farms

McKinley

Bubany Insurance Agency
Cabinets Southwest
Eastside Energy Corporation
Elite Laundry Company Inc
Four Corners Title Company
Gallup Propane Service
Garage Industries
J-Mack
Millennium Media Inc
Montessori Child Care
Native Crafters
Newvilla, Inc.
Pueblo of Zuni
Shagam Homes
Zuni Cultural Enterprise Inc.

Mora

Angel Fire Resort
Wagon Mound Ranch Supply

Otero

Bar Triangle Ranch
Church Mountain Ranch
Cordella Lewis Trust
Crow Flat Choppers
Derrick Ranch
Eagle Ranch Pistachio Groves
Heart of the Desert
Innis Lewis Ranch
J & L Creative Wood Designs
Jones Ranch
JRS Partnership
Larreau Farm
Lewis Ranch
S/4 Ranch
Schafer Ranch
Slash Triangle Ranch
The Arquin Corp
The Sheepherder
Tom Baca
Triangle K Ranch
Waverly Duggar Ranch
Lewis Farm

Rio Arriba

Archeobotanical Services

Chacon Family Ranch LLC
Fast Ditch, Inc.
Gordon Construction
Khalsa Enterprises, LLC
Lazy-A-Bar-Ranch
M & LJ Construction
Metes and Bounds
Schmitz Construction
Signs Banners and More
Sparks Industrial Services
Sunrise Ceramics
The Anvil Welding Enterprises
The Hotel and Shop
The Sign Shop
TNT Environment
Zenitram, Inc.
PureColor, Inc

Roosevelt

JC Electric

San Juan

Advertising Ideas
Air Quality Vent Cleaners
Altru
Atomi Corp
B & G Precision Machine Shop
B.E.S.T.
Basin Disposal
Benchmark Equipment and Tanks, Inc.
Bloomfield Machine & Welding
C & J Equipment Manufacturing
Chil-Co
Child Care Castle
Credit Bureau of Farmington
D B Tech
Davis Painting & Drywall
Diamond Design Group, Inc
Fabtec Solutions, LLC
General Printing
Golden Star Academy
Haulrite Trailers of Four Corners Inc
Henry Production Company
Herberts Welding
Independent Mobility Systems (IMS)
Inter Mountain Laboratories
International Metrics
International Metrics Consulting
Jacks Plastic Welding
MJM Jewelers
Nomadic Solutions
Owens Office Box
Pesco, Inc.
Production Controls
Quicktruss Inc
R & T Holdings
Sandra Carson
Skips Original Products
Synergy Operating, LLC
Tadco

Tri Energy Services, Inc.
Wes Ahlgrim, Inc

San Miguel

Air Lock Homes Incorporated
Barela Timber Management Company
B-J Ranch
El Ranchito Pre-school Day Care
Farmway Feed Mills
Frutetto Di Modugno
H Don Smith
Land Logic
Leah Klien
Six Bar Eight Corp.
SM Technologies
Tapetes de Lana Weaving Center
Tiny Tots

Sandoval

Adobe Forge & Foundry
Aero Mechanical Industries, Inc.
Aeroparts Mfg
Air Works, Inc.
Alliance Pest Mgmt
Amazing Gates of America
American Metalworks, Inc
Anasazi Fields Winery
Armijo Ranch
Blue Sky Woodworks, LLC.
Chile Works
Cibola Internet Services
Cordova & Sons Tire Disposal & Recycling
Corrales Comment
Corrales Garden Nursery
Corrales Winery Inc
Dana Design Studio
Deluxe Engraving & Screen Print Service, Inc
Diaco Inc
DigiTech LLC
Electrophorics
F. Lee Brown Economic Consultant
IE Distributing
Insight Lighting
JRB Associates
JSA Photonics
Law Enforcement Technologies, Inc.
Lectrosonics, Inc.
Materials, Inc
McDonald Enterprises
Next Level
NMTL
Palacio Carpet
Paradise Project
Permacharge, Inc.
Ponderosa Valley Winery
PPP Care
Redtop Mountain Outfitters
SA Innovations

Sagona Media
Sagona Sign Company
Santa Maria Resource Development Corp
Save Life Systems LLC
Seed International, Inc.
SENSPEX, INC.
Silver Zebra Design
SSS Construction, Inc
Sun Country Redi- Mix
Unique Pavement Solutions, Inc.
Urban Chile Roaster Company
Vicki Peck & Associates, LLC.
Village Mercantile
Wagner Farms
Wall Scape Dimensions

Santa Fe

Adam Eisman Woodwork & Design
Adobes del Norte
American Clay Enterprises
ApJet, Inc.
Aromaland
AsepSys
Assembled Electronic Optimized Solutions (AEOS)
ATIP
Bar C Metal Roofing
Bar C Metal Structure
Bullfrog Enviromental
CAI, Inc
Chui Chai
Clean Air Systems
Company Desert Strategies, Inc.
Compelling Cases
Corbin Consulting
Covington Consulting
Crocker Ltd
CyberWolf
Cytoprint
Dankoff Solar
Earth Healers
Earthstone International Inc
El Comedor Restaurant
Falcon Industries
Figaro Systems
Fisher Ranch
Five & Dime
Foxwood Inc
Glorieta Geoscience, Inc
Gordon Marts Fine Furniture
Handwork of Santa Fe
Healthy Buildings
Healthy Buildings Wood Chip Block, LLC
Heilbron Associates, Inc.
Herbs Etc.
Heritage Hardware
High Country Gardens
Innerco
Innov8 LLC

P E R S P E C T I V E S

Innovatech
Integrated Home Systems
Jay Fawn Carving & Doors
Jon Benson Furniture
Kids Console
La Puerta Originals
Lifeline World Homes, Inc.
Los Alamos Renewable Energy LLC
Los Chileros
Lucy Moore Associates Inc
M. I. C. Promotions
Marla K CPA
Michael Sterns Productions
Mirabal Farm
MIS, Inc
Moonbeam Ranch
Moss Metrics
Nambe Bison Farm
Nambe Mills
Nambe Pueblo
Native Waters, Inc.
NCNMAS
New Mexico Community Capital
New Mexico Media
New World Energy Systems
Northern Power and Lighting
Old Wood
Optical Insights Inc LLC
Oric, LLC
Padilla Industries Inc.
ParaDigmension
Peppers Plus
Permafresh Corp
Peyote Bird Designs
Physicalmind Institute
Positive Energy Inc.
Pueblo of Nambe
QTL Biosystems
Rainbow Bridge
Rebecca Koch & Assoc.
Redfish Group
Reflective Images, Inc
Retriever Technology
River Source
Robert L. Swartwout, Inc
RotorSpins LLC
Samora Woodworks
Santa Fe Aerospace Corp.
Santa Fe Avionics
Santa Fe Cider Company
Santa Fe Farmers Mt
Santa Fe Greenhouses, Inc.
Santa Fe Group
Santa Fe Jewelers
Seirad, Inc.
Sierra Woodworks Inc
Southwest Archaeological Consultants
STAR Cryoelectronics
Stone Forest
Success NM

The Idea Group of Santa Fe
The Lofts
Thermo Eberline
Thermo Electron
Thompson Holdings LLC
T-I-O Ranch
Triton Technology Systems
Tropic of Capricorn
Truchas Hydrologic Associates, Inc.
Vacation Publications, LLC
Victor Perez
Wilderness Flowers
WindForce
Windsprite Harps/Instruments
Wired Nation, Inc.
Yates Farm
YUNO
Last Chance Water Company
PatchWork Systems

Sierra

Rafter-Spear Ranch
Santa Fe Candle
Sunland Steel

Socorro

Dianas Homegrown, Inc.
Indian Hill Farms
J. J. Heynekamp
Lincoln Gold and Tungsten, Inc.
Los Torres Inc
M & M Heynekamp
Michiel Heynekamp
Perry Fence
Pollo Real
The Water and Ice Store

Taos

99-Bar Ranch
Angel Fire Resort Daycare
David B. Diccico
David Jean Schweitzer
Dean Livestock
Desert Blends of Taos
EarthDance Pyramids
Far Flung Adventures
Global Fitness Network, LLC
Global Health Telematics
Ivent
Jill Rounds Studio
Kit Carson
Logic Dream Product
Logic Dream Studios
Los Ojos Handweavers LLC dba Tierra
Wools
Many Hawks Trading
Mountain Moving & Storage
Native Scents, Inc
Nero Studio
One Earth Design
Pat Dozier

Plenish Skin Care
Private Label Select
Red Tail Surveying
Rio Grande Weavers Supply, LLC
Sun Sheets
Taos Moccasin Company
Taos News
Taos Paperworks
Valverde Energy
Viviendas! LLC
Walking Rain Studio
Wholly Rags
Wright Gallery
Wyn Communications
Yeager Technologies, LLC

Torrance

Crow Fly Farm
Earthwalker Farm
Eaton Mushrooms
Estancia Valley, LLC
Huston Construction Company
Instant Reference Map/Marker Co.
(Johnson R&D Corp.)
Nickel Brand Enterprises
Nickel Brand Software
P & M Plastics
Ross Garden
Schwebach Brothers
Windlestraw Documentation

Union

Brown E 4 Ranch
Clayton Cattle Feeders
Davenport
Double A Feeders, Inc.
Pick Ranches
Saddle Mountain Feedlots
Schmitz Feedlot
South Cross Land & Cattle Company
Sumpter-Bannon Land & Cattle, Inc
Union County Feedlot
Stolar Horizon, Inc.

Valencia

ABO Dairy
AT & Sons
Baker Adaptive Optic
Bank of Belen
Caballos De Colores
Chili Décor.Com
Cox General Repair and Supply
Douglas Ahlgrim
El Salvador Fabrication and Design
Elksedge Ink
Ely & Rita Gutierrez Farms
E-Z Nichos
F & J Enterprises
Fen Ray
Hoffman Farm
Hullinger Farm



Hummingbird Farm
 Hydrocut, Inc.
 J. R. Farming
 Joes Express Mobile lube
 Jose Farms
 KRJ Inc
 La Mirada
 Lava Block & Brick
 Lawrence E. Sanchez Farm
 Opitcal Epephanies
 Padilla Farms
 Payne Consulting Services
 Perfection Sheet Metal
 Pro Fab
 Sisneros Brothers Manufacturing
 Speedy Incorporated
 Spray Blade Technology
 Tomlin Farms
 Bare Bones Graphics
 Desert Paper & Envelope Sierra
 Wood21st Business Services, Inc.
 A Brighter Image
 A Quality Machining
 Absolute Sports
 Academy Corp.
 Accent Alterations
 Accurage Inc
 Acorn Realty
 Action Security
 Adams & James Consulting
 Addictive Ink
 Adelante Development Center
 Adherent Technology
 Advanced Counter Tops
 Advanced Endodontics, LLC
 Advanced Instrument Systems, Inc
 Advanced Optical Consulting
 Advanced Optical Technologies
 Advanced Security
 Advantage Automotive Inc.
 Advent Solar
 Aerospace Corporation
 Agricultural Innovations, Inc.
 Aimee and Company
 AJ Precision and Design
 AK4
 Alameda Tool Engineering Corp
 (altec)
 Albuquerque Cabinets Institutional
 Equipment
 Albuquerque Florist, Inc
 Albuquerque Printing
 Alexander Chiropractic
 Alliance Technologies
 Allison Alliance
 Altela Inc
 Ameri-Link Translations
 Amtrust Financial Services
 Analytician Fea, Inc.
 Andesora
 Applied Research Associates, Inc.

Applied Technology Associates
 Applied Thermal Systems
 Archtechural Research Consultants
 Argus Insights
 Argyle Welding Supply
 Armor Painting
 Armour Pavement, Inc.
 Aromawerks
 Array Technologies, Inc.
 Artes de Azatlan, Inc
 Artistic Tile & Granite, Inc
 Aspen Avionics
 ATA Sensors
 Atkinson & Co. Ltd. CPAs
 Azars Computer Sales & Service
 Aztec Technologies
 Azuelas, Inc.
 Barnett Aldon Iron Works
 Bartz / Rio Grande Snacks
 BBD
 Beer Engineering
 Bency & Associates
 Benn Ventures
 Betatron Electronics
 Bi Ra Systems
 Big Byte.CC
 Big J Enterprises
 Biophoretix
 Bio-tec Environmental
 Bird Electronics, Research Center
 Black Mesa
 Body Bueno, Inc
 Bogue Machine
 Bohannon Huston, Inc.
 Bolt Inc
 Bonnie, Ltd
 Bright Future Futon Co
 Bueno Foods, Inc.
 Builders Source Appliance Distributors
 Buildology
 Bullzeye Machining
 Business Cards, Etc.
 Canyon Woods
 Caprock Supply
 Casa Rondena Winery
 Casework Technologies
 Castle Dawn Ballooning
 Cell Robotics, Inc.
 Century Plus
 Century Sign Builders
 Cervantes Food Products
 Chemolithotrophs, Inc.
 CIC Photonics Inc.
 Coats and Colors, Inc.
 Collins Clark Technologies Inc
 Combustion Technology Products
 Corporation
 Computer Warehouse Supplies
 Continental Machining Co.
 Contract Associates Inc

Cool Lips
 Coronado Machine
 Cosmodyne Mfg. Inc.
 Cottrell Custom Builders
 Covenant Classical School
 Creel Properties
 Crystal Springs Bottled Water Inc.
 CuerVex
 CVI Laser Corporation
 D & D Specialties
 D U Va Fine Artist Materials, Inc.
 D3 Global, LLC
 Damian Velasquez
 Daniel B. Stephens & Associates, Inc.
 Darco Products
 David R. Vigil
 DCM Corporation
 De La Porte & Associates, Inc.
 Deborah Salimi
 Decade Optical Systems, Inc.
 Decker Aerospace
 Defiant Technologies
 Delta Uniform
 Desert Plastics
 Desert Star
 DeVore Corporation of America
 Diamond Press
 Diana Keith Studio
 Diversified Systems, Mfg.
 Djindeco Consulting
 Document Solutions Inc.
 Downtown Realty & Mortgage, LLC
 Dr. Carrs Office
 Dunn Edwards Paint Manufacturing
 Co.
 Eclipse Aviation Corporation
 Eddleman Industries
 Einion Automation, Inc.
 El Encanto Inc. dba Bueno Foods
 Elaine Moore Hubard
 Electro Science Technologies
 Electronic Technical Services
 EM Optomechanical
 EMCORE Corporation
 Enercon Technologies Corp.
 Energy Options LLC
 Enhancement Electronics, Inc.
 Entereza Network Solutions, Inc.
 Enterpulse, Inc.
 Enviro Corporation
 Enviro-Care Services
 Environmental Robots Incorporated
 Epic Internationale Corporation
 Ernest Thompson
 Esperanza de Joaquin
 Excel Manufacturing
 Exclamation Printing
 Exhibit Solutions of New Mexico, Inc.
 Eye Associates
 Fiore Industries, Inc
 First Swing



P E R S P E C T I V E S

2000-2006 Rural Projects by Companies and County

Flowserve	Los Poblanos Organics, LLC	Page One Inc.
Force Four Enterprises	Lumidigm	Partners for Excellence
Formulab	Lynx Equipment	Paul Gard Design & Development
Frank B Titus	Lyons & Hannover Metrics, Inc.	Peak Sensor Systems
Gallegos & Associates	M. M. Rogers, Inc	Pensa Nueva
Garcia's Tent Rentals	Maas BiolAB, LLC	Perez Surgical Care
Garrex	Mac Aleese Companies	Performance Imports
General Analog	Machining Solutions	Pigasus Ink
Global Haptics, Inc	Magnum Precision Machines	Plastic Supply Inc.
Golf USA - Albuquerque	Management Sciences Incorporated	Pocagua Agriculture
Gramley Research LLC	Manpower	Pocagua Consulting
Graphic Plastic Products	Mantiq	Pony Pack, Inc
Gratings, Inc	Manual Lujan Ag	Powercell
Hawley Geomatters	Manufacturing Technologies, Inc	Precision Grinding
Heads Up Landscaping	Maria Scarpelli	Premier Hospital Supply
Hijazi Group, Inc.	Mass, LLC	Precision Tool and Die
Holmans	Matador Real Estate, LLC	PrimeCore Systems, Inc
HT MicroAnalytical Inc.	Maverick Design Systems, Inc.	Prism Select
HydroTechnics, Inc.	McCatharn Dairy	Professional Pharmacautical, Inc
Indio Hispano Academy of Agricultural Arts & Science	MCL Technologies	Proteus Corp
Indio Hispano Native Foods	Mediaworks	PRSM
InfraSUR LLC	Meditrend, Inc.	Pump and Service
InLight Solutions, Inc.	MEMX, Inc	Pump Systems International (PSI)
Integrated Machining Co.	Mesa Card Company	Pumping Solutions Inc.
Integration, Inc.	Mesa Equipment & Supply	Quality Powder Coating Inc
Intellite, Inc	Mesa Uniforms	Quality WaterJet
International Minority Consulting Firm	Meso Systems	Quantum Horizons
IT Support	MesoFuel Co.	Quasar International, Inc.
J & T Farms	Miller Bonded, Inc	Queston Construction
Jaguar Precision Machine Corp	Miox, Inc.	Qynergy Corp
James Burges	Moleculight, Inc. / Rio Grande Medical	R. T. Hicks Consultants
JANs	Nanopore Inc	Radiant Technologies, Inc.
Jefferson Discovery Center	Narrascape	RCG
Joanne McEntire, AICP	National Heating & Ventilation Company, Inc.	R-Cubed, Inc
John Shomaker & Assoc.	NEDA Business Consultants	Real Time Sites
Johnnyboards, LLC	Neutec/USA	RediRipe LLC
Johnsen Corp. Services	New Mexico Cattle Growers Assoc.	REDW Business & Financial Resources LLC
JTI Systems, Inc	New Mexico Clay/Ceramic King	Restaino Optics Consulting
Jugglers of the Night	New Mexico Science & Technology Corporation	Reytek Corporation
Jule-Art, Inc.	New Mexico Software	Rihani MetalWorks
Kaehr Corporation	New Mexico Utilities, Inc.	Rinchem
Kasdorf Manufacturing	New Mexico Wool Growers, Inc.	Rio Grande Air
Kemtek Pharmaceuticals, Inc.,	Nextek Mobility Corporation	Rio Grande Export
Kendal Precision Machining	Nimitz Inc	Rodriguez Law Firm
Kestrel Corporation	No Dark	Roman Fountains
Keynote Consulting	Noel Savignac Consultants	Roses Southwest Paper
KHL, Inc.	North Star Research	S & L Products
KIARA	Novus Technologies	Sacred Power Corporation
Kindercare # 324	OGB Architectural Millworks	Safe Zone, Inc.
KLE Enterprises	Olona, Inc.	Sagebrush Technology, Inc.
Ktech	Omyo Inc	Sandia Capital Partners, LLC
K-Tech Poly Flow	O-P Silver, Inc.	Sandia Safety Co
Kyzer, Inc.	Optimum Health	Santa Fe Custom Works
L & M Technologies	Optomec Design Company	Santa Fe Door
L R Wishart Ltd dba Talk to Your Angels	Orion International Technologies, Inc.	Santa Fe Kiva
Leeper Construction	Our Secret	Satyrne Biotechnologies LLC
Leo S Gomez Consulting	P2RS Group, Inc.	Sceincomm
LightPath Technologies	Pacific Mutual Door & Window	School Equipment
		Schroeder Lighting Technologies
		Science Medicus Inc.

Scientific Design
 Screen Images Inc.
 Sea West Enterprises, Inc., Southwest
 Region
 Semi Tracks
 Sentient Sensors, LLC
 Serbin Machining
 Servpro of NE Albuquerque
 Sheppard Construction Co.
 Signature Design & Manufacturing,
 Inc.
 SiNaF Products
 Sky West
 Smith Energy Investments, LLC
 Soilutions Inc
 Solar Pet Homes, Inc.
 Source One Distribution
 Southwest Childcare
 Southwest Glass & Glazing
 Southwest Quality Suppliers
 Southwest Softub & Sauna
 Southwest Spectra, Inc.
 Sparkle Maintenance, Inc
 Special Projects Corporation
 Spirituus
 Staffing Solutions
 Standard Machine Co.

Steven Wagner, DDS
 Stubblefield Screen Print Company
 Suitable Appearance
 Suits Unlimited
 Summa Securities Investment Cor-
 poration
 Sun Country Industries
 Sunwest CAD Inc
 Superior MicroPowders LLC
 Supply Central, Ltd.
 Surflect Technologies
 Swaim Schrandt & Davidson P.C.
 Symmetrics, Inc.
 SynDynics LLC
 Taycar Enterprises, Inc
 TC Building
 TC Enterprises, Inc.
 Team Speciality Products Corp.
 Technology Commercialization Inter-
 national, Inc.
 Technology Integration Group
 Telerio Inc
 Terri M. Francis, Consultant
 The Bar Code Depot
 The Bell Group
 The Circuit Shop, Inc.
 The Metal Monger

The Millworks Company
 Thermogenics, Inc.
 Thor Technologies
 Thunder Scientific Corporation
 TMA, Inc.
 TPL, Inc.
 Trend Technologies
 Triolina Technologies
 TruTouch Technologies, Inc.
 Twin Mountain Construction
 UHL Tronics, LLC
 Unicor
 Uni-Pixel Displays, Inc
 Unirac, Inc.
 United Seating & Mobility
 Val Comm, Inc
 Valliant Enterprises
 VAWTPOWER Management Inc
 Veritran, Inc.
 Verity Innovative Concepts
 Vitel, Inc.
 Voss Scientific
 W2MC Inc
 Walker Hi - Tech, Inc.
 Water Lady
 Water Sensor Solutions
 Wavefront Scientists

APPENDIX 2. 2006 Program Highlights

P-E-R-S-P-E-C-T-I-V-E-S

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NMSBA would like to especially thank Randy Roberts for the use of his photos published in this 2005 Perspectives. Randy is a Member of Technical Staff in the Repository Performance Department located at the SNL Carlsbad Site Office. He assists the NMSBA Initiative as the principal investigator for the Otis Cooperative Leveraged Project. Randy's photos truly capture the heart and soul of New Mexico.





Sandia National Laboratories

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